

Pull



Together

You know what you want when ordering a suit and we know HOW TO MAKE IT!
YOUR SUGGESTIONS

Combined with our knowledge of tailoring is our Co-operative plan of pleasing both maker and wearer

OUR PRICES

Are not prohibitive and we will be delighted to show you our Spring and Summer line of Woolens.....

Once you've visited our store you'll be willing to admit the "Record Smashers" for Fine Tailoring are

Williams-Zoglmann
Clothing Company

Merchant Tailors and Leading Clothiers

I. O. O. F. Building - - Burns, Oregon

The Times-Herald

JULIAN BYRD - - Manager

SATURDAY, JULY 12, 1913

SUBSCRIPTION RATES

One Year \$2.00
Six Months 1.00
Three Months .75

Advertising and Salesmanship.

A good salesman should know the goods he has to sell, know the objection to them, and know how they compare with competitive goods as to quality and price. He must know the most effective ways to present the goods to the customer, and know how to finally make the sale. Every sale is the product of real salesmanship where the demand is not already created. But if a customer went into a grocery store and said to a clerk, "Give me a dollar's worth of sugar," the customer taking the sugar and the clerk taking the dollar, the clerk here manifested none of the qualities of real salesmanship.

The real salesman is the one who attracts the attention of the customer to goods for sale, creates in the mind of the customer an interest in the goods, then creates in the customer a desire to own the goods, and finally creates in the customer a determination to have the goods—and a sale results. That's salesmanship. Good salesmen are trained salesmen filled with enthusiasm. Every salesman should be a student of human nature, know the customer, know the customer's needs, and be guided accordingly. It is never good salesmanship to sell a customer something he does not want. The trouble with business is it is overloaded with poor salesmanship. Does someone say there is nothing the matter with business? Let's see. Isn't there something the matter with business when Dun's and Bradstreet's statistics show that 95 per cent of the business men fail. It is very evident there is something the matter with business. In 1907 84 per cent of failures were among non-advertising merchants.

Advertising, or salesmanship on paper, is the most viciously abused and neglected department of business. There is too much poor advertising. Sales always follow good advertising. Good advertising and good salesmanship go hand in hand and should be guided by the same fundamental principles.

HARNEY COUNTY GIRL'S TRAVELS

Miss Laura Dawson, of this county, who was a member of the Phil Bates party of young ladies to tour the East, has written a very interesting description of her travels. Miss Dawson writes:

Gifford, Idaho, 7-1-13.

To The Editor:—As you asked me for an account of our East-

ern tour, I shall now endeavor to write it. First of all, I will say that I feel more than justified for my work and time which I put in, in order to get the trip. I extend thanks to friends who helped me and at every opportunity I "boosted" for our "Great Inland Empire." Daddy Bates is certainly a "Prince." His broad mindedness has enabled him to give pleasure to others and I am more than glad that I was among those who have just finished a trip across the continent with him.

There were ten in the party including the chaperon and manager. Mrs. Bates and sons, Stephen and Danny went as far as Boston with us. The party included Belle C. Nelson, Vernonia, Oregon; Mable Morrison, Colfax, Wash.; Sara Mosley, Bickleton, Wash.; May Springer, Walla Walla, Wash.; Ethel Hutchcroft, Yamhill, Ore; Nett R. Drew, Klamath Falls, Ore; Marvel Ramey, Nez Perce, Idaho and Mrs. G. L. Barkley, Ellensburg, Wash.; Phil S. Bates, Portland.

We left Portland on Sunday, June 8th at 9:45. We had been guests of Mr. Bates at Hotel Multnomah on the evening of the 7th. Our trip up the Columbia, on the O. W. R. & N. was fine, in scenic qualities we did not see its superior any place on our trip. We changed to the O. S. L. at Huntington. The trip through Idaho was very pleasant. At Granger, Wyo. we transferred to the U. P., which crossed the state of Nebraska to Omaha. From there we took the Chicago North Western to Chicago. At the latter place we lunched at the Depot Cafe and then walked to the Art Museum where we spent two interesting hours. At 2:45 we took the Mich. Central for Battle Creek.

We arrived at the "Post" city in the evening and stopped at the Post Tavern, we were royally entertained at this little city, which was one of the most beautiful that we visited. The next morning as guests of Mr. Ernst, Adv. Manager for the Post interests, we visited the Nichols Shepherd Threshing Co's, shops, where we saw all the separate parts of the machines made, efficient guides accompanied the party through the factories and this made it more interesting. Following this we went to the Postum, Grape-Nut and Post Toasties factories. We went through all of the departments and saw all of these well-known foods made. Every precaution is taken for absolute cleanliness and the work is all done by machinery. After lunch at the Post Adv., headquarters we visited Mr. Post's private office, one of the most beautiful and expensively furnished offices in the world. His collection of antiques and fine arts was enjoyed by all. In the afternoon we toured the city in autos and stopped at the famous Sanitarium and annex.

At five o'clock we left on the Mich. Central for Detroit, in that city we stayed at the Cadillac Hotel. The forenoon was spent on the "rubberneck car" our tour of the city taking in Belle Isle, which is in the Detroit River and kept up by the city as a park. That afternoon we visited the Packard Auto factory, where we were shown

through every department of construction of this car. In the evening we took a boat for Buffalo.

The trip across Lake Erie was grand, yet if superstition had had full sway we would not have enjoyed ourselves. There were 13 in our party on Friday, 13th, 1913. However we arrived in Buffalo safe and sound on Saturday morning. We had breakfast at the Broeze, after which we took a car for Niagara. The Falls are magnificent and by taking the Gorge Route car one gets the full benefit of their grandeur. We were loath to leave but were compelled to return to Buffalo in order to catch the train for Boston.

While in the "Hub of the Universe" we stopped at the Commonwealth Hotel. We were very much disappointed in that city as we had expected to see something grand. The streets are very narrow and not extra clean in the business section. The residence section is an improvement, however. We attended the Mother Christian Science church where we were interested in the services. The music was grand. In the afternoon we took a sight-seeing car which took us by Paul Revere's home; the place where he started on his memorable ride; the spot marked in the pavement, on which the Boston Massacre took place; by the old North and South Churches, also by Faneuil Hall. Our visit to the Navy Yard was very interesting. We were shown through the great battle-ship Constitution—better known as "Old Ironsides." Here we saw many historical relics. We were also taken on board the U. S. battleship, "Nebraska," which is in dry dock for repairs. On the morning of the 16th we called on Gov. Foss at the State House. After lunch we were shown through the publishing houses of "The Youth's Companion" and "The Christian Science Monitor." That evening at 5:30 we took a train for Fall River where we boarded the Steamship "Priscilla" for New York. Our water trip this time was not quite as pleasant as on the lake, as the Old Atlantic and the Sound were not as calm, consequently we were compelled to hit the bunks

rather early. We arrived in New York at 9 o'clock on the 17th. After going a few blocks on a street car we decided we could get to our hotel quicker by walking, as the car service in that part of town is very poor. Some of the girls were overjoyed at seeing a horse car for the first time, and did not hesitate in telling reporters that we were beyond that "out West." We stayed at the Martha Washington Hotel the only exclusive women's hotel in the U. S. Our forenoon was spent on a rubberneck which took us down Wall St., Broadway and through the Slum district. The sky-scrapers were very imposing, but we preferred our smaller buildings and more air. That evening a friend took me through Chinatown and Ghetto with an excursion party. We visited a Joss-house, the Rescue Mission and many other interesting places. We were especially interested in the celebrations of the Tong factions which had but recently declared peace. On the second day in New York we took the up-town trip, out by Central Park and up Riverside Drive where we saw the mansions of many great millionaires, to us they were mere piles of stone and marble. No doubt they are beautiful inside but the exteriors are certainly unimposing. We also visited Grants Tomb. That afternoon the party went shopping and visited the largest stores in the U. S., but I had the pleasure of a trip to Coney Island, which is certainly a great center of amusement. At 6 o'clock we "ferried" to the New Jersey side and boarded a train for Philadelphia.

We arrived in the city of Brotherly Love at 9:30 on Wednesday evening. Thursday morning we called on Major Blankenburg and pleaded our cause before him in regard to the Liberty Bell. After winning him to our cause, we had our pictures taken with and then returned to Hanover for lunch. In the afternoon we appeared before a special-called meeting of the two Councils and after Daddy Bates and Mrs. Barkley gave them verbal accounts of our errand in their city and its purpose, hand shaking was in order and many councilmen, who had be-

fore opposed sending the bell west promised us their support. After a short shopping tour we left on the B & O for Washington D. C.

Our first morning in the Capitol City was spent in several of Government buildings. We called at the Senate offices and shook hands with our representatives, and then took the underground car to the Capitol. This car is used by Government officials and no inconvenience is put up with in travelling between the two buildings. We also took a car ride and visited many places of interest. In the afternoon we went through the White House and tried to see the President, but he declined the honor. His reception day is on Thursday, and as he is a very busy man, he does not receive visitors on any other day. We were very much disappointed. We then took a car to the suburbs and were shown through the Mount St. Sepulchre Monastery. Saturday morning we went out to Mount Vernon. We stopped for a few minutes at Alexandria to see the church which George Washington attended. We went thru the old Mansion and also visited Washington's Tomb. We returned to Washington for lunch after which we went up to Washington Monument. After several of us had been dared to walk up, we showed them we were game by doing so. There were 898 steps and a landing every ten feet, which goes across one side. We were willing to take the elevator down. That evening we visited the Congressional Library one of the most beautiful buildings in the world.

Sunday morning we took a car for Cabin John Bridge. Here we saw the largest single span bridge in the world. It is several miles out and we some very pretty country on the trip. That evening we started for South Bend, Ind. In the latter city we visited the Oliver Plow Co. works and lunched at the Oliver Hotel. Next we went through the Studebaker Wagon Factory and the South Bend Watch Co. building. We were given a dainty five course dinner at the Studebaker headquarters. We were given every attention and enjoyed ourselves while in this beautiful little city.

Our next stop was Chicago. We stopped at the Sherman

(Concluded in our next issue)

Causes of Stomach Troubles.

Sedentary habits, lack of outdoor exercise, insufficient mastication of food, constipation, a torpid liver, worry and anxiety, overeating, partaking of food and drink not suited to your age and occupation. Correct your habits and take Chamberlain's Tablets and you will soon be well again. For sale by all dealers.

NOTICE FOR PUBLICATION.

UNITED STATES LAND OFFICE,
Burns, Oregon, July 7, 1913.
Notice is hereby given that Thomas L. Vickers, of Burns, Oregon, who, on April 11, 1910, made Homestead Entry No. 0464 for 200 acres, Section 22, Township 28 S., Range 20 E., Willamette Meridian, has filed notice of intention to make final three-year proof, to establish claim to the land above described, before Receiver and Register, at Burns, Oregon, on the 15th day of August, 1913.
Claimant names as witnesses:
Starr Burkland, John Richter, John D. Taylor, Robert Irving all of Buchanan, Oregon.
Wm. FARR, Register

NOTICE FOR PUBLICATION.

UNITED STATES LAND OFFICE,
Burns, Oregon, July 7, 1913.
Notice is hereby given that John M. McCoy of Denio, Oregon, who, on May 4, 1910 made Homestead Entry No. 0611, for 80 acres, NE 1/4, Sec. 20 and SW 1/4, Sec. 20 Town 20 N., Range 26 E., Willamette Meridian, has filed notice of intention to make final three-year proof, to establish claim to the land above described, before M. J. O'Connor, U. S. Commissioner, at his office, at Denio, Oregon, on the 10th day of August, 1913.
Claimant names as witnesses:
William Sherburn, Frederick Holloway, Harrison Grove, Columbus Grove all of Denio, Oregon.
Wm. FARR, Register.

OUR NEW GOODS

Have arrived and we are now ready to supply you with your requirements.....

MANY NEW LINES

have been added and all goods will be sold at the VERY LOWEST PRICES

CALL OR SEND YOUR ORDERS

The Burns Department Store

THE HOTEL DIAMOND

The only up to date Hotel in Harney County

Hot and cold water, bath, toilets, wide screened in porches; nice shady lawn, fishing and hunting near. Accommodations for 60 guests—everything for comfort and enjoyment, only white help, home cooking. Pool Room and First-Class Bar in Connection. Special Rates Given to Fishing and Hunting Parties. **SIDNEY COMEGYS, Proprietor**

SPRING : 1913 : SPRING

New dress goods just arrived including latest fabrics shown

Embroideries and Insertions

New Attractive Spring Shoes

King Tailored Waists Stylish And Very Popular At

BROWNS SATISFACTORY STORE

TONAWAMA

TONIGHT

Picture program

With One-Act Comedy Sketch

"JOLLY BACHELOR GIRLS"

TWO IN CAST

Plays 25 minutes

Adults 25c., Children 25c.

Dance after

Tomorrow Night

PICTURES

FOUR REELS—ALL NEW



NOTICE FOR PUBLICATION.

UNITED STATES LAND OFFICE,
Burns, Oregon, June 25, 1913.
Notice is hereby given that Mary Griffin, Guardian of the Estate of Francis F. Griffin, of Laven, Oregon, who, on November 6, 1909, made Homestead entry No. 6200, for 80 acres, Section 14, Township 25 S., Range 22 E., Willamette Meridian, has filed notice of intention to make final three-year proof, to establish claim to the land above described, before Register and Receiver, at Burns, Oregon, on the 25th day of July, 1913.
Claimant names as witnesses:
John Heins, Jr., Edwin R. Griffin, of Laven, Oregon, George Parker, Dr. Homer Denham, of Harney County, Oregon.
Wm. FARR, Register

NEW SPRING SUITS

Trousers, Dress Shirts, Work Shirts, Ties, Shoes and Hose

Spring and Summer Underwear For The Men and Women

Full new line of Gingham Percals, Lawns Etc.

A. K. Richardson

General Merchandise Burns, Harney Co. Oregon

Wheat

Potatoes

NIGHT TRAIN SERVICE DAILY

Through Between

CENTRAL OREGON

and

PORTLAND

Beginning Sunday, June 22nd, 1913.



TOURIST SLEEPING CARS AND FIRST CLASS COACHES

The train leaving Bend 8:30 A. M., Deschutes, 8:48 P. M. Redmond 9:10 P. M., Terrebonne 9:24 P. M., Culver 10:02 P. M., Metolius 10:20 P. M., Madras 10:30 P. M., Mecca 11:08 P. M., Maun 12:40 A. M., Sherar 1:30 A. M., Arrive Portland 8:10 A. M. Leave Portland 7:00 P. M., Arrive Sherar 3:03 A. M., Maun 3:26 A. M., Mecca 3:48 A. M., Madras 4:00 A. M., Metolius 4:18 A. M., Culver 4:28 A. M., Terrebonne 4:58 A. M., Redmond 5:28 A. M., Deschutes 5:43 A. M., Bend 8:00 A. M.

Connections are made in Portland to and from Willamette Valley and Puget Sound Points. Fares and schedules and details will be furnished on application or by letter.

R. H. CROZIER,

Asst. Gen'l Pass. Agent, Portland, Ore.

J. H. Corbett, Agt.

W. C. WILKES, Asst. Gen'l Freight & Pass. Agent, Portland, Ore.

Catholic Church.

1. On Sundays and Holy days of obligation Holy Mass with sermon at 10 a. m.
2. On week days Holy Mass at 7 a. m.

All other services, besides those mentioned above will be announced in church.

All invited and welcome to the divine services.

Sick-calls promptly answered at anytime. Religious information and instructions willingly imparted at the Franciscan Residence.

Rev. Pius Niermann, O. F. M. Pastor of The Church of the Holy Family.

Always ready for job printing

Direct connections south via

HARRIMAN-ANDREWS Sta. A. H. CURRY, Prop.

Leaves Harriman Monday and Thursday arrives Wednesday and Saturday each week, connecting with south line to Denio, Winnemucca, etc.

NOTICE OF FINAL ACCOUNT.

In the County Court of the State of Oregon, for Harney County. In the Matter of the Estate of George Orest, deceased.

Notice is hereby given that the account of the executor of the estate of George Orest, deceased, has been referred to said court for settlement, and that Monday the 7th day of July, 1913, at ten o'clock a. m., has been duly appointed by said court for the settlement thereof, at which time any person interested in said estate may appear, file his exceptions, in writing, to said account, and contest the same. Dated this 7th day of June 1913. C. W. DUNKWATER, Executor